

Message Text

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TO AMEMBASSY LAGOS

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E.O. 11652: N/A

TAGS: BDIS, NI

SUBJECT:TRADE DISPUTE: TAN INTERNATIONAL VS. KUSINI CO.

REF: LAGOS 4803

1. ATTORNEY FOR KUSINI COMPANY JOSEPH KRUSCH HAS INFORMED US THAT DESPITE CONSIDERABLE PUBLICITY ATTENDING PREMIERE OF COUNTDOWN AT KUSINI IN WASHINGTON FILM HAS NOT BEEN A COMMERCIAL SUCCESS. HE UNDERSTANDS THAT AFTER APRIL 30 IT WILL CONTINUE TO BE SHOWN IN ONLY TWO CITIES. HE ACKNOWLEDGES THAT TAN INTERNATIONAL HAS A CLAIM AGAINST KUSINI BUT SAYS THAT IT IS ONLY ONE AMONG A NUMBER OF CLAIMS WHICH WILL HAVE TO BE SETTLED BY ORDER OF PRIORITY. KRUSCH SAID THAT THE REASON KUSINI HAD NOT GONE AHEAD WITH THE IDEA OF HIRING AN ACCOUNTING FIRM TO EXAMINE THE TAN INTERNATIONAL CLAIM WAS THAT IT DID NOT HAVE THE FUNDS TO PAY FOR AN ACCOUNTING FIRM.

2. IN VIEW OF THE NUMBER OF PRIOR CLAIMS AGAINST THE FILM KRUSCH THOUGHT THE SUREST WAY FOR TAN INTERNATIONAL TO BE

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PAID WAS THROUGH ASSIGNMENT OF DISTRIBUTION RIGHTS IN

NIGERIA TO TAN INTERNATIONAL.

3. COMMENT: IF THE FINANCIAL STATUS OF KUSINI IS AS

PRECARIOUS AS KRUSCH CLAIMS IT IS, THERE MAY BE NO OTHER
RECOURSE FOR TAN INTERNATIONAL BUT TO ACCEPT KUSINI'S
OFFER OF NIGERIAN DISTRIBUTION RIGHTS OR TO PURSUE ITS
CLAIM THROUGH LEGAL CHANNELS. SISCO

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Message Attributes

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